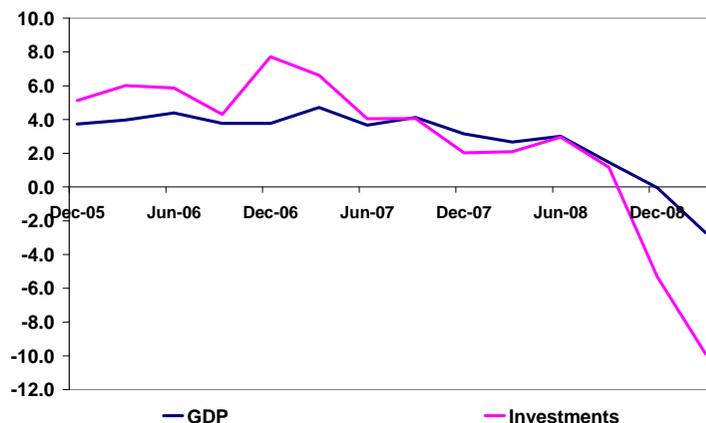


Growing together with enterprises

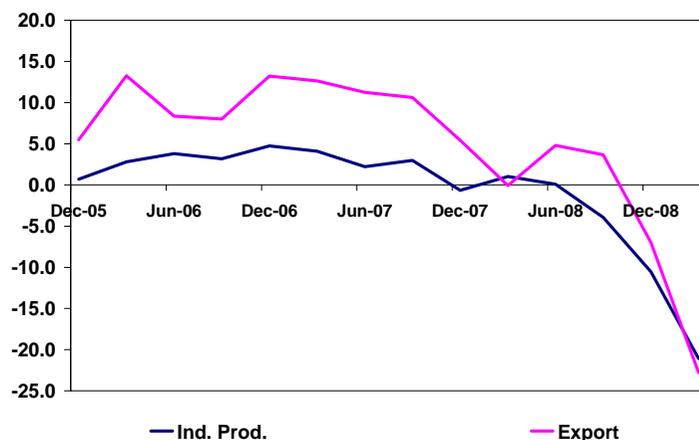
Milano, 3 July 2009

Lending to enterprises in Italy is still growing despite the recession

Declining GDP and Investments*...



Slumping Production and Export* ...



Lending still growing

Δ% y/y

April 2009/April 2008

+ 3.4%

short term

+ 3.4%

medium-long term

+ 3.5%

December 2008/December 2007

+ 6.8%

short term

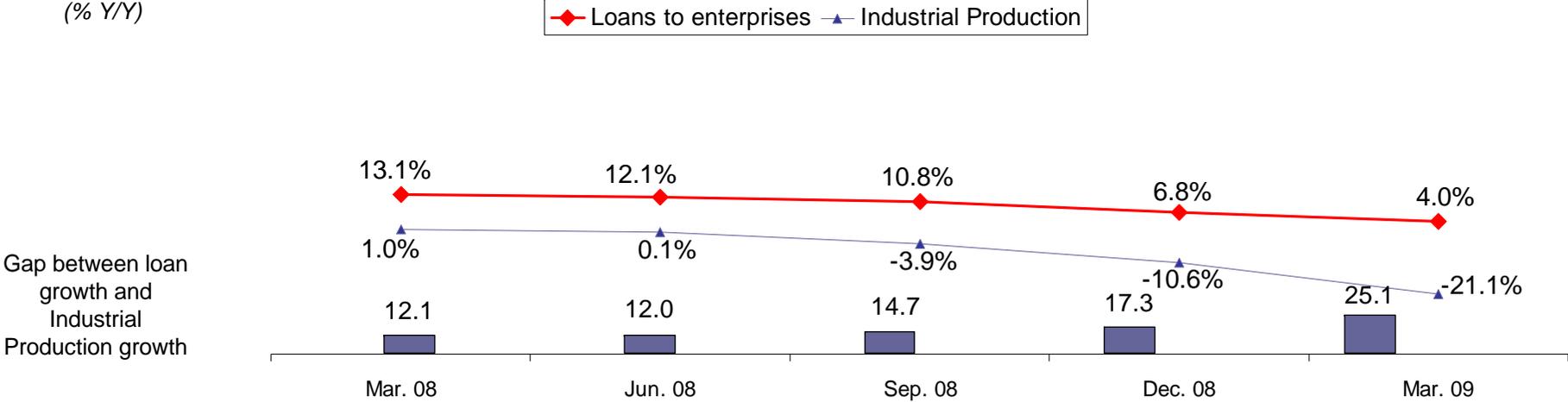
+ 7.8%

medium-long term

+ 6.1%

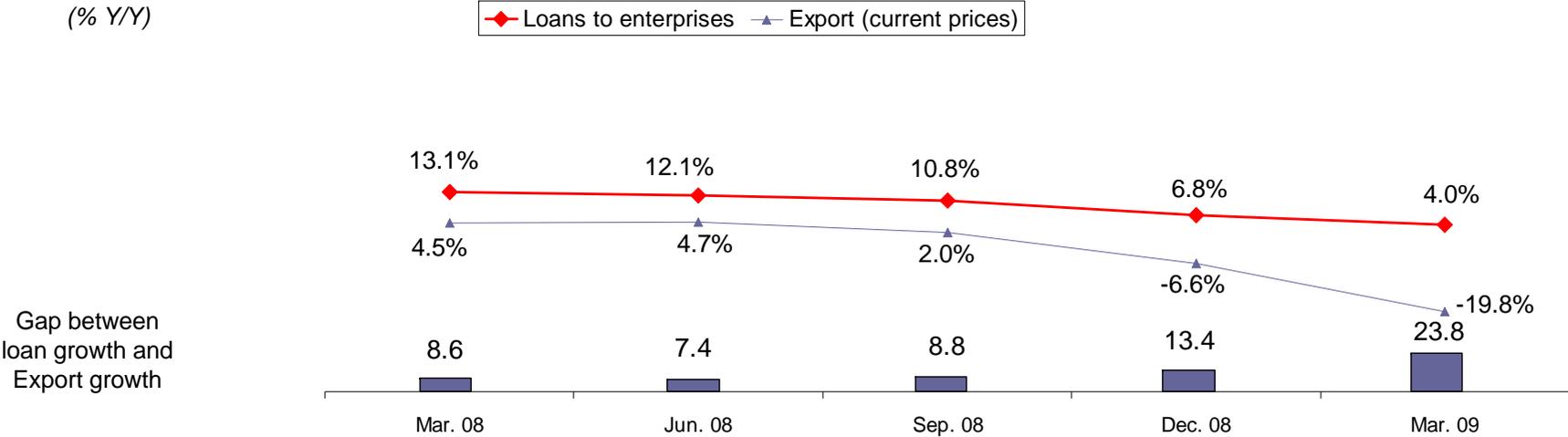
Lending is growing more than the Economy (1/2)

Correlation between Industrial Production and lending to enterprises



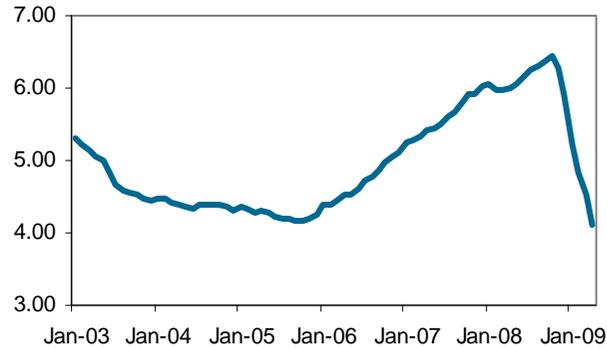
Lending is growing more than the Economy (2/2)

Correlation between Export and lending to enterprises

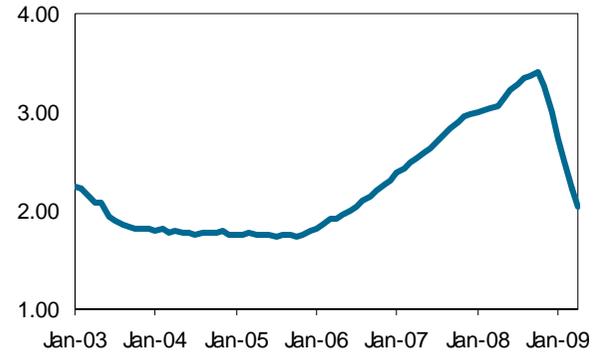


Rate on loans and spread at all-time lows...

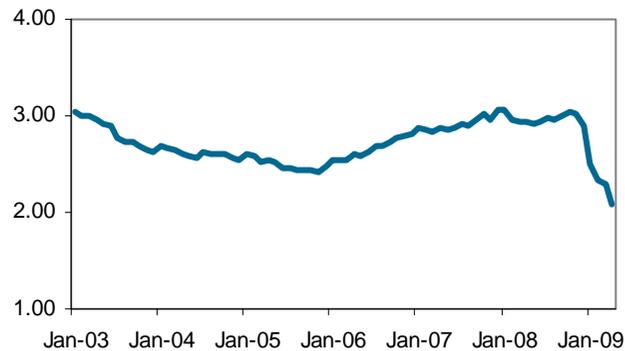
Rate on loans to enterprises



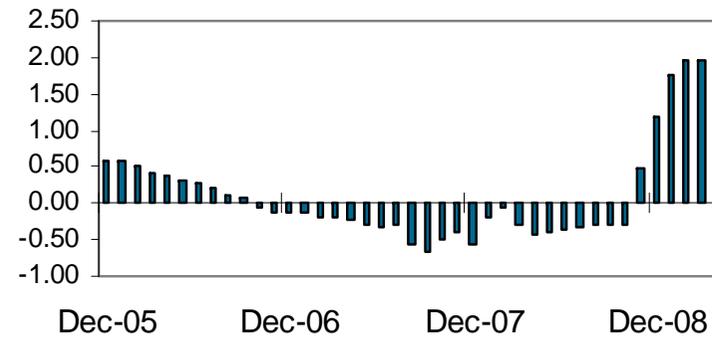
Cost of funding



Spread (Loans to enterprises – funding)

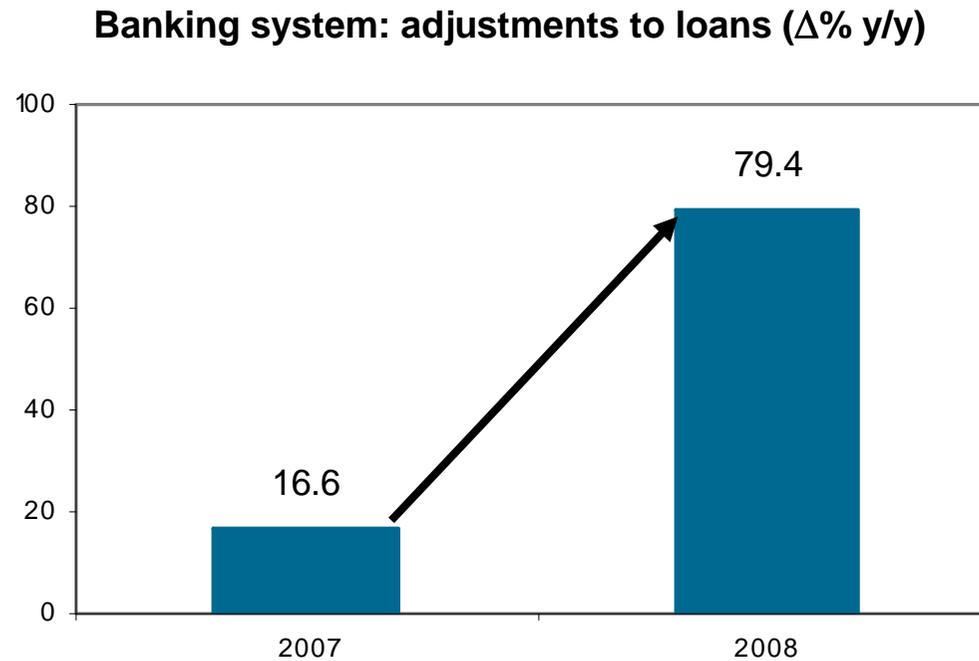


Bond rate spread vs Euribor 3m



Source: Bank of Italy

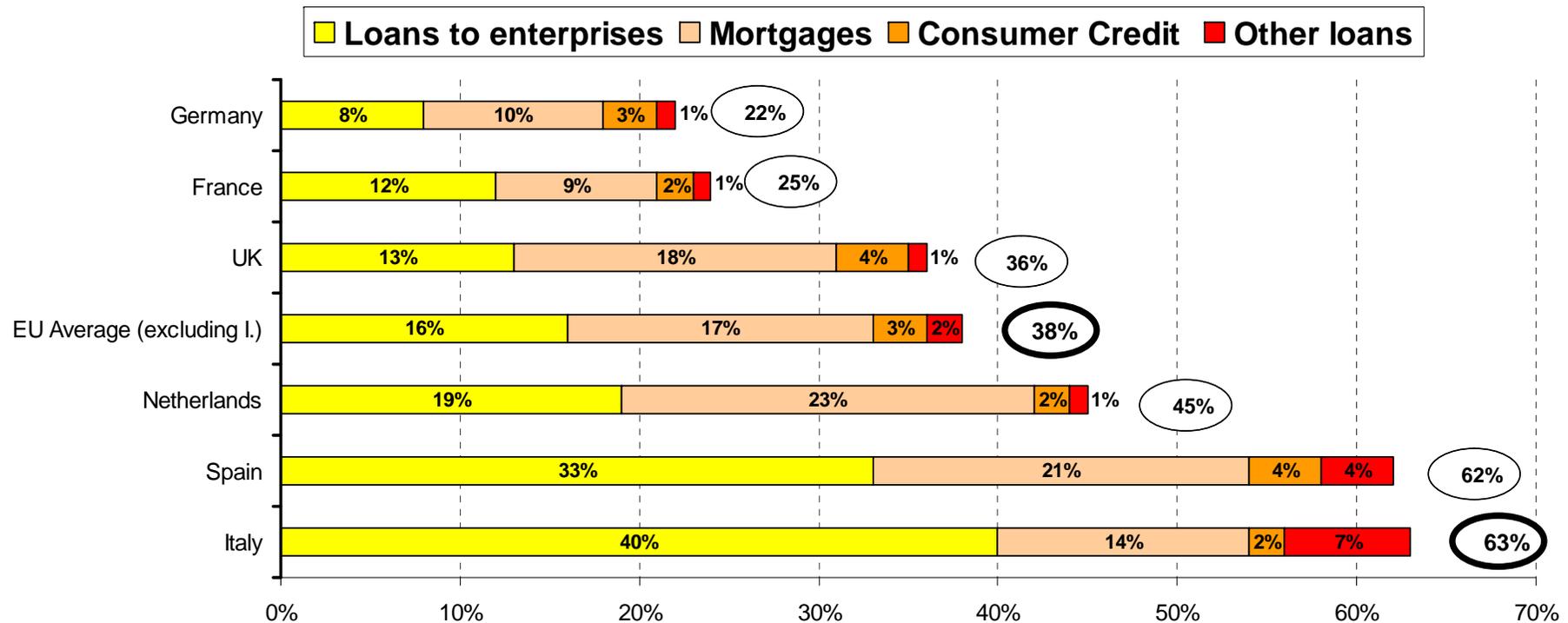
... which adds to the strong increase in adjustments to loans



Italian banks remain more committed to lending to enterprises compared to all main European peers

2009 ABI Report on Banking system

Loans to customers*/assets (December 2008)



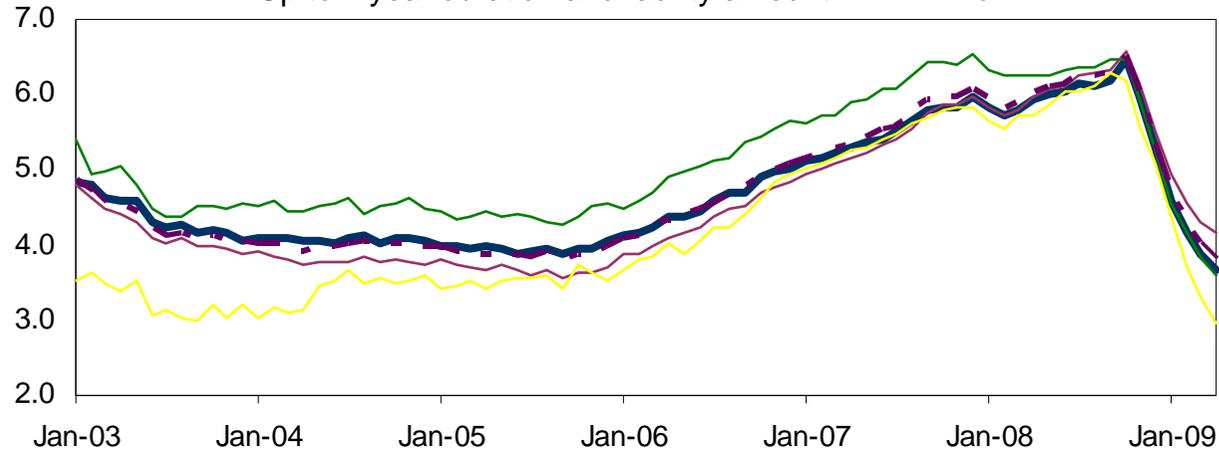
(*) Loans to individual customers and enterprises (excluding corporate bonds, if any)

Source: ABI's European Banking Report on companies financial statements – Sample of 29 European banking groups (partially estimated figures)

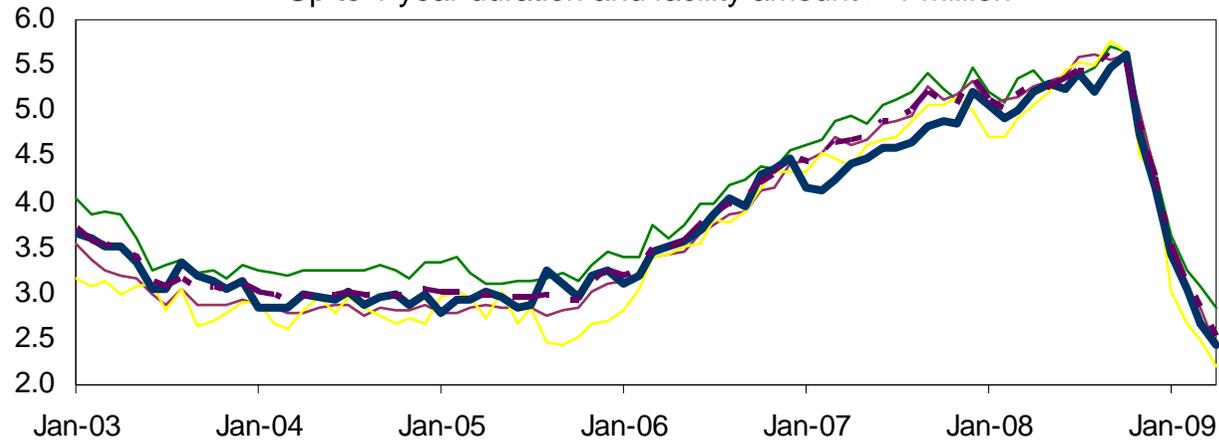
Cost of funding for Italian enterprises is in the Euro area average

Rate on loans to non-financial companies

Up to 1 year duration and facility amount ≤ 1 million



Up to 1 year duration and facility amount > 1 million



Germany Spain France Italy EA

ISP lends almost 500bn to the Italian system (approx. 1/3 of GDP)

of which 67% to enterprises, above all small and medium-sized

Data as at 31.5.2009

€bn (rounding figure: 5)

	Facilities granted	% on total	
Individual customers	85	18%	
Small enterprises	70	15%	} 50%
Small - medium enterprises	115	25%	
Medium enterprises	45	10%	
Large enterprises	80	17%	} 67%
P.A. and Financial Institutions ^(*)	75	16%	
TOTAL	470	100%	

(*) Including Public Administrations, Financial Institutions, Banca IMI, Product company direct distribution and other BdT clients.

ISP has succeeded in not reducing its lending to Italian enterprises even during the last 12 months, despite the sharp fall in loan demand and the significant rise in credit risk. Almost €18bn of new medium-long term credit disbursements

<i>€bn</i>	Used Margin		MLT Disbursements	
	May 2009	May 2008	12 months Flow ⁽¹⁾	2009 First 6 months
Small enterprises	45.7	45.5	5.6	2.4
Small - medium enterprises	79.0	79.4	9.4	4.0
Medium enterprises	27.4	26.9	2.9	1.3
Total	152.1	151.8	17.9	7.8

⁽¹⁾ MLT disbursement flow from 31.5.2008 to 31.5.2009.

Intesa Sanpaolo confirms credit availability for Italian enterprises

- **€61bn** as current unused margin of facilities already granted
 - **€18bn** Small enterprises
 - **€30bn** Small-medium enterprises
 - **€13bn** Medium enterprises
- **€30bn** as new facilities to be granted on request
- Expectations of new medium/long term credit disbursements of **€50/60bn** over the next 36 months (the figure for the last 6 six months was some €8bn)

Serving Small and Medium-sized enterprises

A solid wide-ranging and flexible offering:

2 types of offering, 6 product areas and several product lines to identify solutions tailored to customer demand

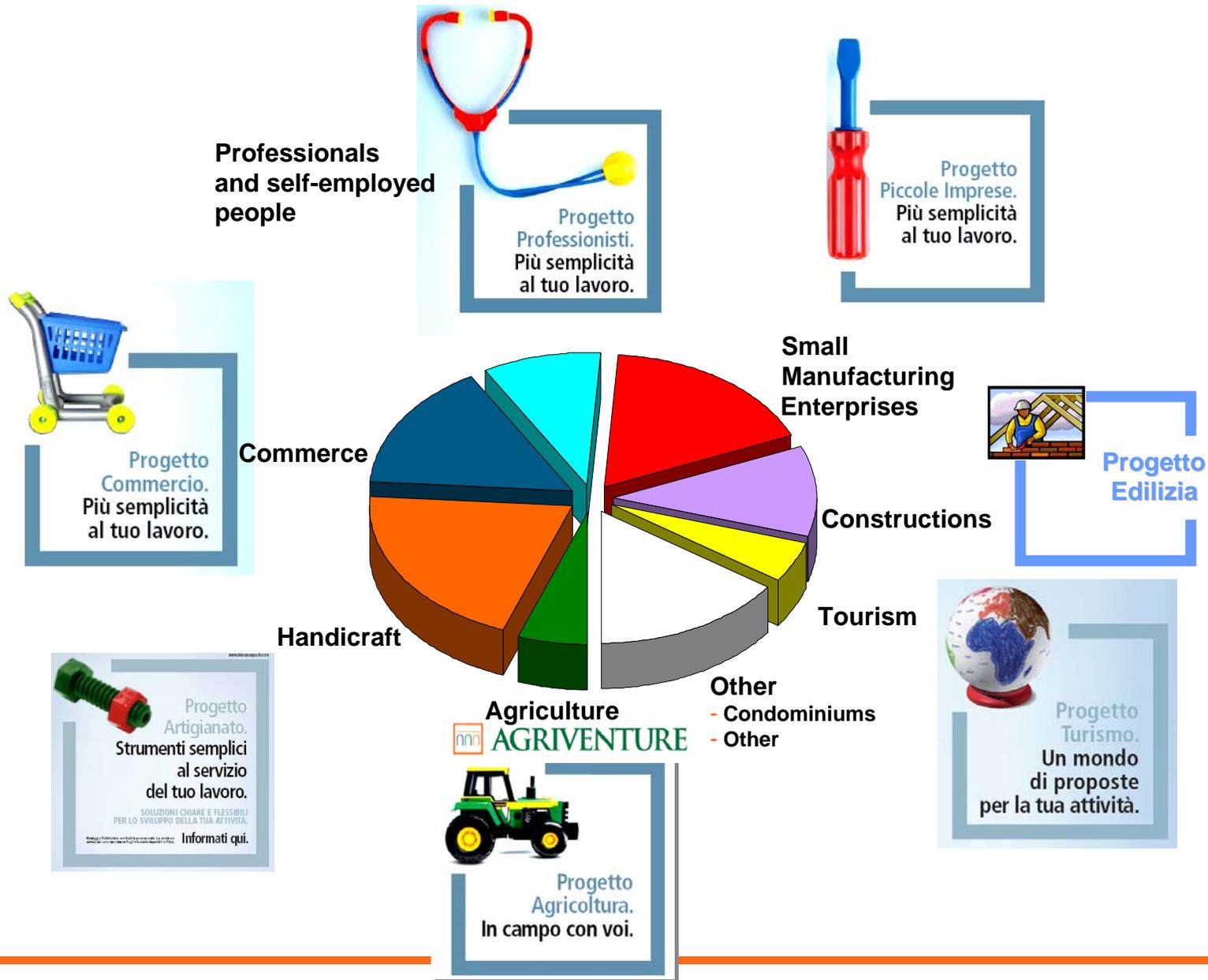
TYPES OF OFFERING	PRODUCT AREAS	PRODUCT LINES
<ul style="list-style-type: none"> ■ Recurring 	<ul style="list-style-type: none"> ■ Short-term loans and payment systems ■ Management of corporate risks ■ Innovation and development ■ Internationalisation 	<ul style="list-style-type: none"> 9 lines 2 lines 10 lines 6 lines
<ul style="list-style-type: none"> ■ One off 	<ul style="list-style-type: none"> ■ Strengthening and development Capital base and flexible loans ■ Concrete support Liquidity to the system 	<ul style="list-style-type: none"> 8 lines 4 lines

Our further commitments to facilitate credit access

- Constant renewal of our offering by sector
- Proximity typical of a local bank: the Banca dei Territori model
- Transparency of contractual conditions
- “Bridging” with all other entities that can facilitate credit
- Capital investment, not only lending

**“ Do not ask us to make bad loans,
however ”**

A dedicated offering constantly renewed for each sector



The Banca dei Territori model

Competitive edges of a Bank, which is national,
international as well as local



- **8 Regional Governance Centres**
- **20 Local Banks**
- **6,200 Branches**
- **55,000 professionals**
- **11 million customers**

The whole group at the service of Banca dei Territori

Specialised banks

 **MEDIOCREDITO ITALIANO**

 **BANCA PROSSIMA**
PER LE IMPRESE SOCIALI E LE COMUNITA'

 **INTESA SANPAOLO**
PRIVATE BANKING

 **BIIS** | BANCA INFRASTRUTTURE
INNOVAZIONE E SVILUPPO

 **BANCA IMI**



Product companies

 Eurizon**Vita**

 Eurizon**Tutela**

 **SUD POLO VITA**

 **IntesaVITA**

 **Intesa**
PREVIDENZA

 **Sirefid**

 **MEDIOFACTORING**

 **LEASINT**

 **Monetaonline**

 Eurizon**Capital**

International subsidiary banks

 **INTESA SANPAOLO BANK**
Albania

 **INTESA SANPAOLO BANKA**
Bosna i Hercegovina

 **BANCA INTESA**
Beograd

 **PRIVREDNA BANKA ZAGREB**

 **INTESA SANPAOLO BANK**
Romania

 **VÚB BANKA**

 **BANKA KOPER**

 **CIB BANK**

 **KMB BANK**

 **NATIONAL SCALE BANK**
PRAVEX-BANK

 **BANK of ALEXANDRIA** | بنك الإسكندرية

 **ZAO BANCA INTESA**

 **Société Européenne**
de Banque

 **INTESA SANPAOLO**
BANK IRELAND

INTESA  **SANPAOLO**

Increasing transparency and simplification of contractual conditions

■ Rates

- ...
- ...
- ...

■ Commissions...

- ...
- ...
- ...

■ Expenses

- ...
- ...
- ...

■ Reimbursements...

- ...
- ...
- ...



Facility commission

Used margin rate

“Bridging” with all other entities that can facilitate credit access

- **350 Confidi (nearly €7bn “plafond” available)**
- **Fondo Centrale di Garanzia**
- **SACE**
- **Cassa Depositi e Prestiti**
- **BEI**

Capital investment, not only lending

Merchant banking dedicated to investments in enterprise equity

- Mezzanine funds
- Private equity investments
- Development participations
- Institutional participations
- Venture capital participations/funds (Atlante Ventures)
- “Special Situation” participations/funds
- Regional funds (Nord Impresa, Centro Impresa, Mezzogiorno)



Since 2003 more than **120 deals in capital** investment (both direct and indirect) have been closed.

About **75%** of the deals finalised refer to **Small and Medium-sized enterprises**

We share the same worries of all the entrepreneurs

- **How the recession will evolve**

- **Basel 2 effect**
 - Mechanism procyclicality
 - “Automatic” deterioration of enterprises on the basis of their balance sheets
 - Bankability of initiatives to finance

- **Growing weight of payments (public and private) past due**

There are features of solidity in the Italian system that could play a crucial role

Many enterprises/sectors/districts are holding up

Resilience of the banking system

Total indebtedness is lower than elsewhere

Our economy is more diversified and flexible than others

Our society still has important elements of cohesion

“ Together we can meet the present challenges and prepare for the new growth phase

”